

Message Text

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PAGE 01 BELGRA 01450 221814Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 OPIC-06 /027 W
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FM AMEMBASSY BELGRADE
TO USDOC WASHDC
INFO AMCONSUL ZAGREB POUCH
SECSTATE WASHDC 5355

UNCLAS BELGRADE 1450

FOR BED/OED/EID/DONAHOE

E.O. 11652: N/A
TAGS: BEXP/ YO
SUBJ: E/AIS INTEREST SURVEY

REF: (A) STATE A-4335, (B) USDOC 02812

1. AT THIS TIME POST DOES NOT FEEL THAT INSTALLATION OF E/AIS IS JUSTIFIABLE OR FEASIBLE GIVEN USE PATTERN AND LIMITED SPACE OF EXISTING COMMERCIAL LIBRARY. TO DATE YUGOSLAV BUSINESSMEN HAVE SHOWN LITTLE INTEREST IN USING LIBRARY, WHICH IS LOCATED IN EMBASSY, FOR INITIATING CONTACT WITH U.S.FIRMS. IN ADDITION LIBRARY FACILITIES ARE SMALL AND COULD NOT ACCOMMODATE E/AIS EQUIPMENT.

2. SHOULD EMBASSY SUCCEED IN RELOCATING LIBRARY TO MORE SPACIOUS FACILITIES OUTSIDE OF EMBASSY WE WOULD AT THAT TIME WISH TO RECONSIDER USEFULNESS AND FEASIBILITY OF INSTALLING E/AIS. GOOD NUMBER OF BUSINESS INQUIRIES WHICH EMBASSY RECEIVES FROM YUGOSLAV ENTERPRISES INDICATES THAT THERE IS SIGNIFICANT POTENTIAL INTEREST IN SYSTEM SUCH AS E/AIS THAT CAN READILY SUPPLY PRICE LISTS AND PRODUCT DESCRIPTIONS OF MAJOR U.S. EXPORTERS. IT IS EXPECTED THAT SEPARATE LIBRARY FACILITIES AND STRONG PROMOTION OF E/AIS UNIT COULD ATTRACT ADEQUATE NUMBER OF USERS TO JUSTIFY COST OF SYSTEM. THERE-
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FORE, WHILE NOT PREPARED TO RECOMMEND INCLUSION IN INITIAL INSTALLATION PHASE, EMBASSY WOULD LIKE TO BE CONSIDERED FOR FUTURE OFFERINGS.

2. THERE ARE NO INDEPENDENT ENTERPRISES WHICH ARE CAPABLE OF OFFERING SIMILAR OR COMPARABLE SERVICES IN YUGOSLAVIA. YUGOSLAV ENTERPRISES GENERALLY OBTAIN INFORMATION ON U.S. PRODUCTS

THROUGH TRADE AND BUSINESS JOURNALS, CONTACTS WITH AGENTS OF SPECIALIZED YUGOSLAV TRADE ENTERPRISES AND VISITING REPRESENTATIVES OF U.S. FIRMS AND THEIR EUROPEAN SUBSIDIARIES. THERE ARE, HOWEVER, MANY GAPS IN THE BUSINESS INFORMATION FLOW AND EVEN FOREIGN TRADE ENTERPRISES FREQUENTLY REQUEST EMBASSY ASSISTANCE IN IDENTIFYING SUITABLE U.S. COMPANIES FOR VARIOUS PRODUCT LINES.

3. E/AIS INSTALLATION AT NEAR-BY POST COULD PROVIDE DESIRABLE BUSINESS INFORMATION SUPPORT IF RETRIEVAL AND TRANSMITTAL OF DATA COULD BE ACHIEVED ON TIMELY BASIS WITH MINIMUM OF RED TAPE.

4. EMBASSY IS VERY INTERESTED IN OBTAINING INDEX OF VENDORS AND INDEX OF PRODUCTS WITH NOUN-ADJECTIVE DESCRIPTION WHICH WOULD BE USEFUL IN ASSISTING YUGOSLAV BUSINESSMEN IN CONTACTING POTENTIAL U.S. SUPPLIERS.
EAGLEBURGER

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TAGS: BEXP, YO
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